

Message Text

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PAGE 01 STATE 244074

73

ORIGIN EA-09

INFO OCT-01 ISO-00 PM-04 DODE-00 MC-02 ACDA-07 EB-07

TRSE-00 AID-05 IGA-02 CIAE-00 INR-07 NSAE-00 SS-15

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DRAFTED BY EA/IMS:DTKENNEY:CCH

APPROVED BY EA/IMS:EDWARD C. INGRAHAM

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R 012023Z OCT 76

FM SECSTATE WASHDC

TO AMEMBASSY JAKARTA

C O N F I D E N T I A L STATE 244074

E.O. 11652: GDS

TAGS: MASS, BPRO

SUBJECT: HONEYWELL PROPOSAL TO SELL NAVAL WEAPONS CONTROL
EQUIPMENT TO GOI

1. HONEYWELL HAS ASKED EMBASSY ASSISTANCE IN DETERMINING
WHETHER GOI IS INTERESTED IN A PROPOSAL TO SELL WEAPON
FIRE CONTROL SYSTEMS AND ASSOCIATED SERVICES TO THE INDO-
NESIANS FOR THE PATROL BOATS WHICH WILL BE CONSTRUCTED BY
THE KOREAN GOVERNMENT. HONEYWELL PROPOSAL WAS MADE IN A
LETTER DATED SEPT 23 TO ADM. SATMOKO. HONEYWELL HAS
ASKED THAT THE FOLLOWING INFORMATION BE PASSED TO THE
APPROPRIATE GOI OFFICIAL:

A. HONEYWELL MADE PROPOSAL WITH PRICE QUOTATIONS DATED
23 SEPTEMBER 1976 TO SUPPLY FOUR SHIPSETS OF EQUIPMENT
AND RELATED SERVICES.

B. MERRILL LYNCH, PIERCE, FENNER AND SMITH, INVESTMENT
BANKER'S OF NEW YORK AND HONG KONG WOULD BE AGREEABLE TO
PROVIDE A LOAN TO THE INDONESIAN GOVERNMENT FOR THE
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PAGE 02 STATE 244074

PURCHASE OF THIS EQUIPMENT.

C. WHITNEY TODD COMPANY HAS ALSO AGREED TO PROVIDE
SUITABLE FINANCING.

D. FMS CREDIT GUARANTEE FINANCING MAY BE AVAILABLE.

E. HONEYWELL AND APPROPRIATE PARTIES WOULD BE INTERESTED
IN DISCUSSING THIS PURCHASE IN DETAIL THE WEEK OF 11 OR
18 OCTOBER 1976.

F. HONEYWELL WOULD APPRECIATE EMBASSY PASSING THIS INFOR-
MATION TO APPROPRIATE INDONESIAN NAVY AND GOVERNMENT
PERSONNEL.

G. HONEYWELL WOULD ALSO APPRECIATE REPLY AS SOON AS
POSSIBLE WITH NAMES OF THOSE GOI OFFICIALS WHO ARE
INTERESTED IN DISCUSSING THIS SUBJECT AND IF THEY WILL
BE AVAILABLE DURING WEEK OF 11 OR 18 OCTOBER 1976. KISSINGER

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To: JAKARTA
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